DLA Land and Maritime

Source Approval Request Packages

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SAR Definition

- A Source Approval Request (SAR) package is an assembly of information required of a prospective new supplier for a specific item (NSN) that is currently procured as other than full-and-open
  - Source Controlled (AMSC B)
  - Source Restricted (AMSC C)
  - Code & Part Number (AMSC D)
- A SAR package contains all technical data needed to demonstrate that the prospective contractor can competently manufacture the NSN to the same level of quality or better than the Approved Source .

SAR Process

- Identify potential items (NSNs) of interest
  - Search…DIBBS, Haystack, SERVA (PTACs can help)
    - FSCs, Item Description, Characteristics, OEM CAGE
  - DLA Candidate List
- Assemble SAR package data (follow guide)
  - Company information (manufacturing and quality)
  - Current Part Data and Your Data
    - See SAR Guide Categories
    - If no current part data available, then Reverse Engineering a part would be the next option. Check with RPPOB office for approval and to get sample part.
  - Business Case
  - Actual Data and/or Test Plan

SAR Process (continued)

- Submit SAR package
  - As “Alternate Offer” during open solicitation
    - To Contracting Officer and
    - To Competition Advocate Office (CAO), Alternate Offer Monitor
  - As “Source Approval Request” anytime
    - To Competition Advocate Office (CAO), Alternate Offer Monitor
  - NOTE: due to government review times and our customers urgent need your offer may not be considered for the current solicitation
- Government Reviews
  - CAO (initial review, log case, tracking, notification)
  - Value Engineering (business case and technical

SAR Process (continued)

- Government Responses
  - Need more SAR package data
  - Need to complete qualification testing
    - You company looks good on paper, but needs to prove the part you make will work for government application
  - Government Data is available (part become competitive)
  - Rejected
    - Business Case (savings, low demands, test costs too high)
    - SAR package is incomplete
    - Can’t validate part…government has no data to compare
  - Accepted
    - Part number is added to list of approved sources
- Final Official Notification via CAO letter

SAR Process (continued)

- Getting the Business
  - Win Government Contract as best value quote
  - Potentially Current Source will lower their price/delivery and would win contract award, but…
    - New DLA guidance has come out to reward companies who put forth the work to become a second source
- Retention of Newly Approved Sources (DAG 17.7501-6) Released 17 June 2014
  - If not low, but fair and reasonable…40% of the award will be given to the newly approved source
  - Thus DLA purchasing is to utilize split award clause for a minimum of 1 year from approval date
  - NSNs will be removed for Auto Solicitation and

SAR POCs

- AO/SAR Submission – (email – 8MB) dscc_ao-sar@dla.mil

U.S. Postal Service Address	UPS or FEDEX Address
DLA L&M Alternate Offer Monitor – BPP Directorate of Business Process P.O. Box 3990 Columbus, OH 43218-3990	DLA L&M Alternate Offer Monitor – BPP Directorate of Business Process 3990 East Broad Street Columbus, OH 43213

- AO/SAR Process Questions – john.blaine@dla.mil
- Technical Issues (DLA Engineering/Analysts) – dla.land.and.maritime.engineering.support.team@dla.mil
- Checking if Drawings available – dscc.cddwgs@dla.mil
- RPPOB - DSCC.PartRequest@dla.mil